

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 INRE-00
SSO-00 SS-15 NSCE-00 /051 W
-----038788 011800Z /40
O R 011729Z JUN 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC IMMEDIATE 9013
INFO USMISSION USBERLIN
AMCONSUL FRANKFURT

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E.O. 11652:N/A
TAGS: EAIR, GW
SUBJECT: CIVAIR: US-FRG AVIATION TALKS

REF: STATE 135659

1. IN COURSE OF RECENT DISCUSSIONS WITH FRG AVIATION OFFICIALS, MOST NOTABLY PAAS ON MAY 31 AND DR. REHM ON JUNE 1, EMBASSY WAS TOLD THAT FRG LOOKING FORWARD TO WEEK OF CONCENTRATED WORK THAT WILL, IT IS HOPED, LEAD AT LEAST ON A TRIAL BASIS TO AGREEMENT ON AN OPEN SKIES POLICY CONCERNING ACCESS, CAPACITY, AND FREQUENCY IN THIRD AND FOURTH FREEDOM TRAFFIC. DR. REHM SAID HE HOPED THE FRG DELEGATION WOULD ENCOUNTER THE LIBERAL POLICY THAT IS EXPOUNDED IN RECENT STATEMENTS BY CONCERNED USG OFFICIALS. ON FIFTH FREEDOM TRAFFIC, HE SAID THE US CARRIERS ALREADY HAVE VIRTUALLY UNLIMITED BEYOND RIGHTS AND THAT "WE SHOULD TRY NOT TO BECOME LESS LIBERAL." HOWEVER, HE ADDED THAT WE WOULD HAVE TO LOOK AT THE MATTER AND SEE IF THE VERY FAVORABLE US FIFTH FREEDOM RIGHTS COULD BE MAINTAINED IN THE FUTURE.

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2. IN ELABORATING ON HIS OPEN SKIES PROPOSAL, REHM SAID THAT THE FRG MEANT BY OPEN SKIES NO REPEAT NO RESTRICTIONS ON CAPACITY, FREQUENCY, GAUGE OR NUMBER OF DESIGNATED CARRIERS. IF OPEN SKIES IS ACCEPTED IN PRINCIPLE, THE FRG WOULD NOT ASK FOR SINGLE DESIGNATION. EACH COUNTRY WOULD BE FREE TO DESIGNATE

AS MANY CARRIERS AS IT WISHED TO FLY TO AS MANY GATEWAYS IN THE OTHER COUNTRY AS THE CARRIER'S HOME GOVERNMENT WISHED. THIS WOULD NOT MEAN, HE SAID, THAT LUFTHANSA WOULD FLY TO TWENTY NEW CITIES IN THE U.S. ONLY THAT IT WOULD BE FREE TO USE THOSE GATEWAYS IT WISHED. HE SAID THAT LUFTHANSA WOULD NEED NEW GATEWAYS JUST TO MAINTAIN ITS PRESENT TRAFFIC VOLUME, BECAUSE WITH MORE U.S. CITIES HAVING DIRECT SERVICE TO EUROPE, THE VOLUME THROUGH NEW YORK WOULD DECREASE.

3. WE THINK THE FRG POSITION ON LOW FARES MIGHT BE RELAXING SOMEWHAT, ALTHOUGH THERE HAS BY NO MEANS BEEN A CONVERSION TO CURRENT US PHILOSOPHY ON THIS ISSUE. REHM CONCEDED THAT LUFTHANSA HAS BENEFITED FROM ITS SUPER-APEX FARE AND SAID IT SEEMS TO BE WORKING OUT AS A FILL-UP RATHER THAN DIVERSIONARY FARE, AND HE SAID THAT HE DID NOT KNOW IF LUFTHANSA WOULD STILL OPPOSE A BUDGET FARE. IN ANY CASE, THE FRG OFFICIALS KNOW THAT TO GET THE NEW DESTINATIONS THEY DESIRE THEY WILL HAVE TO GIVE ON FARES AND ON CHARTERS. REHM SEEMED TO ACKNOWLEDGE THIS WHEN HE REMARKED SADLY THAT HE SUPPOSED "EVERY-BODY SHOULD BE ABLE TO DESTROY THEIR OWN AIRLINES IF THEY LIKE."

4. THE FRG DELEGATION TO THE JUNE 5-9 TALKS WILL LIMITED OFFICIAL USE

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CONSIST OF DR. REHM, WERNER NIESTER, DR. PLANK OF LUFTHANSA, FREIHERR FRANZ VON MENTZINGEN OF THE

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FOREIGN OFFICE, HANS LETHGAU REPRESENTING THE
CHARTER CARRIERS AND POSSIBLY A REPRESENTATIVE OF THE
FRG EMBASSY IN WASHINGTON. PAAS AND STUKENBERG ARE
ASSISTING IN PREPARATIONS FOR THE MEETING, BUT
NEITHER WILL PARTICIPATE. REHM SAID THAT HE COULD
ONLY STAY UNTIL FRIDAY JUNE 9 AND HOPED THAT
SESSIONS COULD BEGIN EARLY ON THE MORNING OF THE
FIFTH AND NOT BE FORESHORTENED BY ELABORATE LUNCHES
AS ONE OF THE REPRESENTATIVES, AT THE FRG EMBASSY IN
WASHINGTON KARL HEINZ NEUMANN, IS APPARENTLY TRYING
TO PROMOTE.

5. REHM SAID IT WOULD BE PREFERABLE FOR THE
CONSULTATIONS TO RESULT IN A MEMORANDUM OF UNDER-
STANDING RATHER THAN A FORMAL AMENDMENT TO THE
BI-LATERAL. THE LATTER WOULD MEAN BRINGING IN
LEGAL SPECIALISTS AND WOULD DELAY AN AGREEMENT BEYOND
THE ONE WEEK AVAILABLE. HE WOULD, IN ANY CASE,
PREFER TO TRY ANY NEW AGREED ARRANGEMENT FOR A
REASONABLE PERIOD BEFORE ENCASING IT IN A MORE FORMAL
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DOCUMENT. HE SAID, HOWEVER, THAT HE WAS OPEN ON THIS
IF THE USG HAD DIFFERENT PREFERENCES.

6. WE ARE REPORTING SEPTTEL ON FRANKFURT AIRPORT
CUSTOMS CLEARANCE PROBLEM.

STOESSEL

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